

GETTING STARTED

IN

FARMING

GUIDELINES AND RESOURCE MATERIALS  
FOR EDUCATIONAL MEETINGS

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## CHARACTERISTICS OF US FARMING THAT AFFECT GETTING STARTED

Individually owned

All children share estate equally

Large amount of capital per worker

Considerable amount of capital in assets other than land

Commercial farming

## REQUIREMENTS FOR FARMING

When selecting an occupation -- Know its requirements and objectively ask "Can I fulfill them?"

PERSONAL

LAND

LABOR

CAPITAL

## PERSONAL REQUIREMENTS

### 5 ROLES OF FARMER

#### SUPPLIER OF CAPITAL

- Have it or borrow it
- Must be able to save
- Convince others you can use it wisely

#### BUSINESS MANAGER

- Run your own business
- Make decisions with confidence
  - may be brilliant but if can't make decision,  
not a good farmer

#### MECHANIC

- Must know so can instruct others
- Guard against employee carelessness
- Build own machinery

#### NATURAL SCIENTIST

- Growing plants and animals
- Know principles
- Like it
  - Green thumb
  - the eye of master fatteneth his cattle  
'also sees need for more cattle'

#### LABORER

- Good health and physical strength
  - "man and wife"
- No sick excuses
  - late corn is late corn -- doctor or no doctor
- Machines have not replaced all labor
- Strong back      weak mind -- never true
- Strong mind      weak back -- doubtful

## LAND REQUIREMENTS

### VARIES WITH TYPE OF FARMING

Poultry -- Farmstead  
Beef -- Pasture  
Dairy -- Cropland 3 acres/cow  
Corn -- Acres - acres - acres

### CROPLAND

Drainage	}	--	water handling capacity
Texture			
Lime	}	--	fertility
Fertility			
Stones	}	--	workability
Slope			

### FUTURE

A responsive soil

## CAPITAL REQUIREMENTS

### CROP

\$1,000,000

### DAIRY

\$200,000

### BEEF

\$200,000

### SWINE

\$100,000 (no land)

200,000 (with land)

## WHERE SHOULD I FARM?

DAIRY        -- NE OHIO

CORN        -- W OHIO

VEGETABLE   -- NW OHIO

BEEF        -- SE OHIO

SWINE       -- W OHIO

Don't expect to do something radically different

-- Reasons for doing what they are

Decide on type then select best region

or

Decide on region then find best farm

## WHICH FARM

SIZE

SOIL

WATER

BUILDINGS

WHAT CAN IT PRODUCE

Relate price to productivity

"better to pay too much for a good farm than buy a poor farm at a good price"

## BUY THE GOOD FARM

Don't expect a perfect farm

Best buys found by those in area before "For Sale" sign goes up



HOW TO GET STARTED  
(Gaining Control of Resources)

Gifts

OK -- no suggestions

Personal Savings

years for saving = capital required

Agricultural Ladder

Old -- owner  
tenant  
hired man

New -- owner - no debt  
owner - some debt  
owner - many debts  
senior partner  
junior partner  
tenant  
hired man +++  
hired man away  
hired man at home

Ag ladder works better than a temporary job

## STUDY OF 30 STARTERS

Average Assets                      \$12,000

Average Net Worth                  9,000

Those who progressed

1. Education
2. Invested not consumed
3. 100% committed
4. Small families
5. Intensive enterprise
6. Large operation
7. Low equity
8. Assistance

## SUMMARY

Capitalize on strong points

People will overlook weak points

Best way to get started

## GET STARTED

Very difficult to give up lunch pail and weekly paycheck